

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

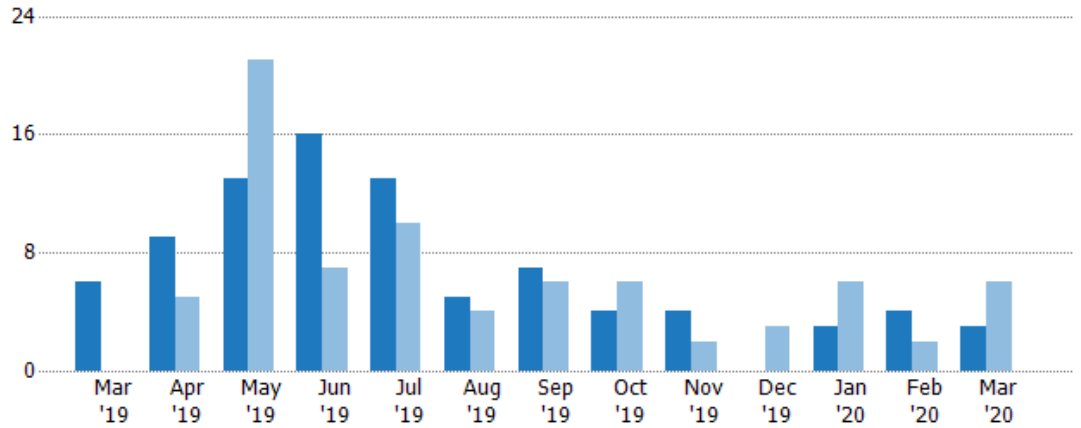
Key Metrics	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	6	-50%	10	14	-28.6%
New Listing Volume	\$659,000	\$1,385,800	-52.4%	\$2,299,400	\$2,223,400	+3.4%
Active Listing Count	27	37	-27%	N/A	N/A	
Active Listing Volume	\$8,039,608	\$9,127,399	-11.9%	N/A	N/A	
Average Listing Price	\$297,763	\$246,686	+20.7%	\$278,717	\$244,308	+14.1%
Median Listing Price	\$219,000	\$150,000	+46%	\$201,720	\$145,739	+38.4%
Median Days in RPR	244	191	+27.7%	239.43	169.5	+41.3%
Months of Inventory	6.8	12.3	-45.3%	9.8	26.5	-63.1%
Absorption Rate	14.81%	8.11%	+6.7%	10.23%	3.77%	+6.5%
Sales Activity Charts Metrics						
New Pending Sales Count	4	4	+/-	15	10	+50%
New Pending Sales Volume	\$649,800	\$604,600	+7.5%	\$2,466,355	\$1,388,000	+77.7%
Pending Sales Count	7	7	+/-	N/A	N/A	
Pending Sales Volume	\$1,249,400	\$1,170,600	+6.7%	N/A	N/A	
Closed Sales Count	6	3	+100%	14	9	+55.6%
Closed Sales Volume	\$1,186,000	\$352,000	+236.9%	\$3,245,900	\$1,474,000	+120.2%
Average Sales Price	\$197,667	\$117,333	+68.5%	\$231,850	\$163,778	+41.6%
Median Sales Price	\$214,000	\$125,000	+71.2%	\$174,771	\$154,000	+13.5%

New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



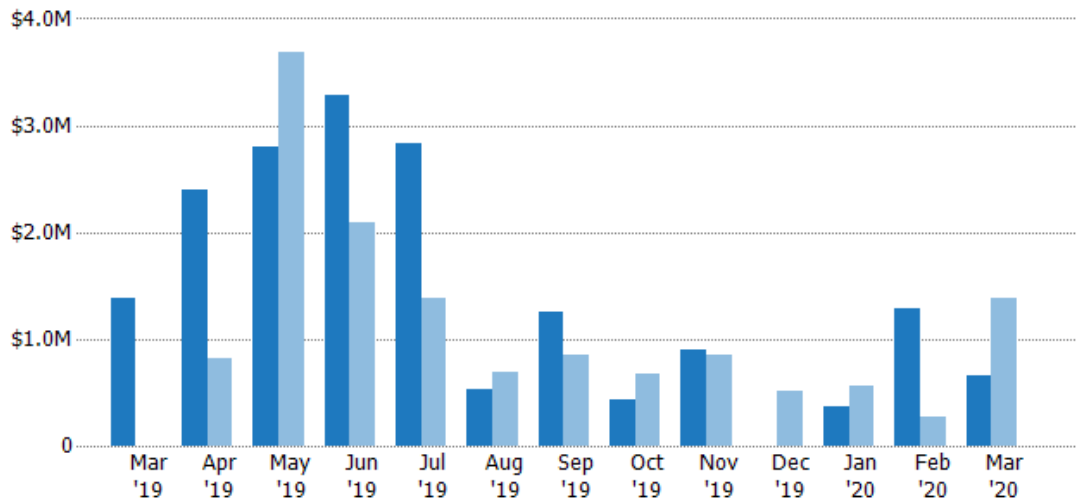
Current Year	6	9	13	16	13	5	7	4	4	-	3	4	3
Prior Year	-	5	21	7	10	4	6	6	2	3	6	2	6
Percent Change from Prior Year	100%	80%	-38%	129%	30%	25%	17%	-33%	100%	-100%	-50%	100%	-50%

New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Current Year	\$1.39M	\$2.39M	\$2.79M	\$3.28M	\$2.83M	\$529K	\$1.25M	\$437K	\$902K	-	\$363K	\$1.28M	\$659K
Prior Year	-	\$821K	\$3.69M	\$2.09M	\$1.39M	\$695K	\$844K	\$668K	\$855K	\$516K	\$559K	\$279K	\$1.39M
Percent Change from Prior Year	100%	191%	-24%	57%	104%	-24%	48%	-35%	6%	-100%	-35%	358%	-52%

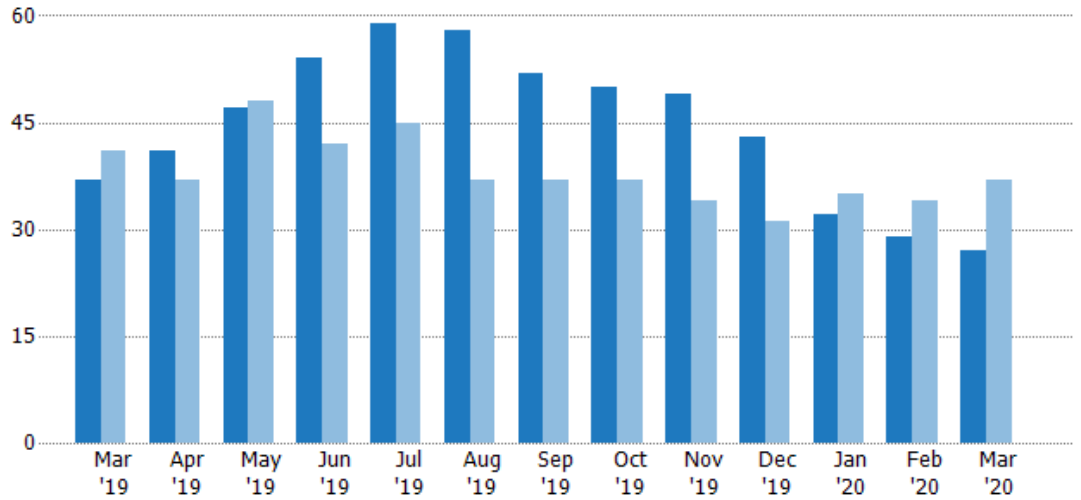
Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Mar '20	27	-27%
Mar '19	37	-9.8%
Mar '18	41	-14.6%



Current Year	37	41	47	54	59	58	52	50	49	43	32	29	27
Prior Year	41	37	48	42	45	37	37	37	34	31	35	34	37
Percent Change from Prior Year	-10%	11%	-2%	29%	31%	57%	41%	35%	44%	39%	-9%	-15%	-27%

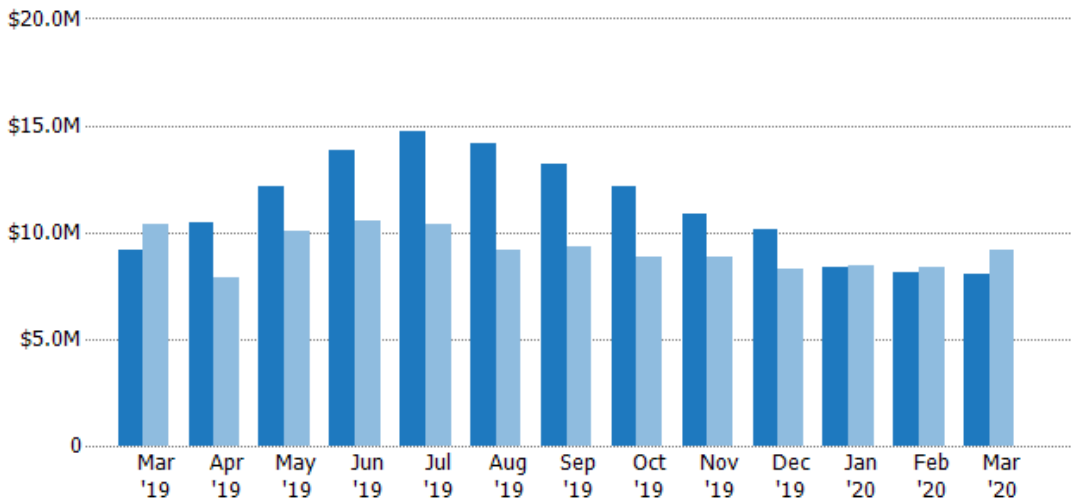
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Mar '20	\$8.04M	-11.9%
Mar '19	\$9.13M	-11.8%
Mar '18	\$10.4M	-46.5%



Current Year	\$9.13M	\$10.4M	\$12.2M	\$13.8M	\$14.8M	\$14.1M	\$13.2M	\$12.1M	\$10.9M	\$10.2M	\$8.36M	\$8.13M	\$8.04M
Prior Year	\$10.4M	\$7.91M	\$10M	\$10.5M	\$10.4M	\$9.17M	\$9.33M	\$8.82M	\$8.82M	\$8.24M	\$8.43M	\$8.34M	\$9.13M
Percent Change from Prior Year	-12%	32%	22%	31%	42%	54%	42%	37%	23%	23%	-1%	-2%	-12%

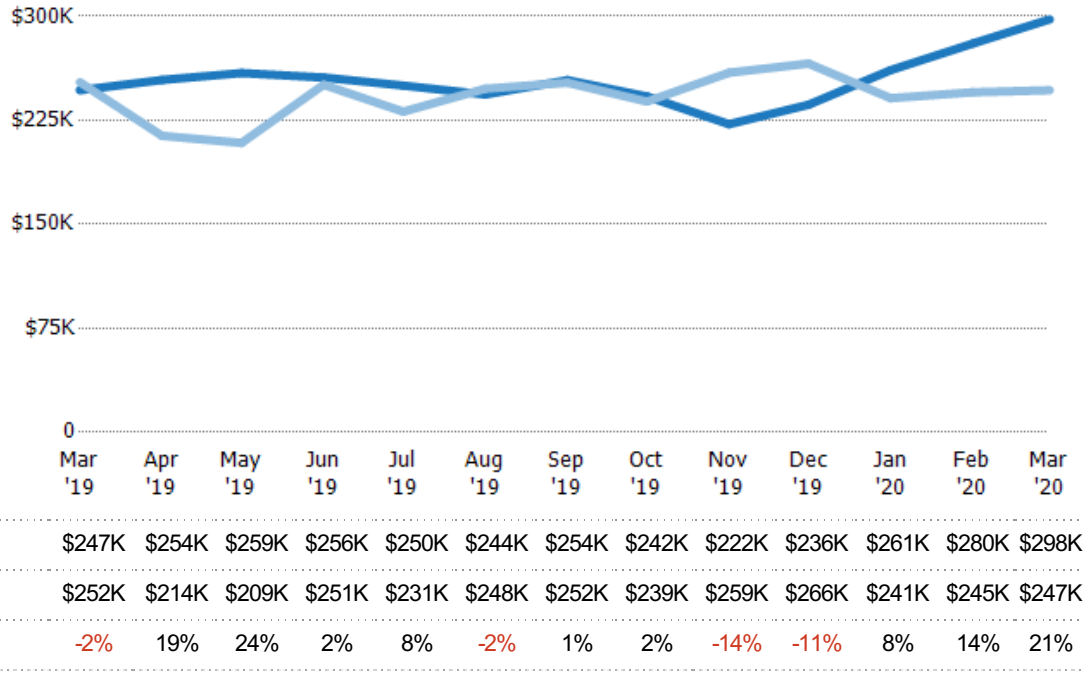
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Mar '20	\$298K	20.7%
Mar '19	\$247K	-2.3%
Mar '18	\$252K	-37.3%



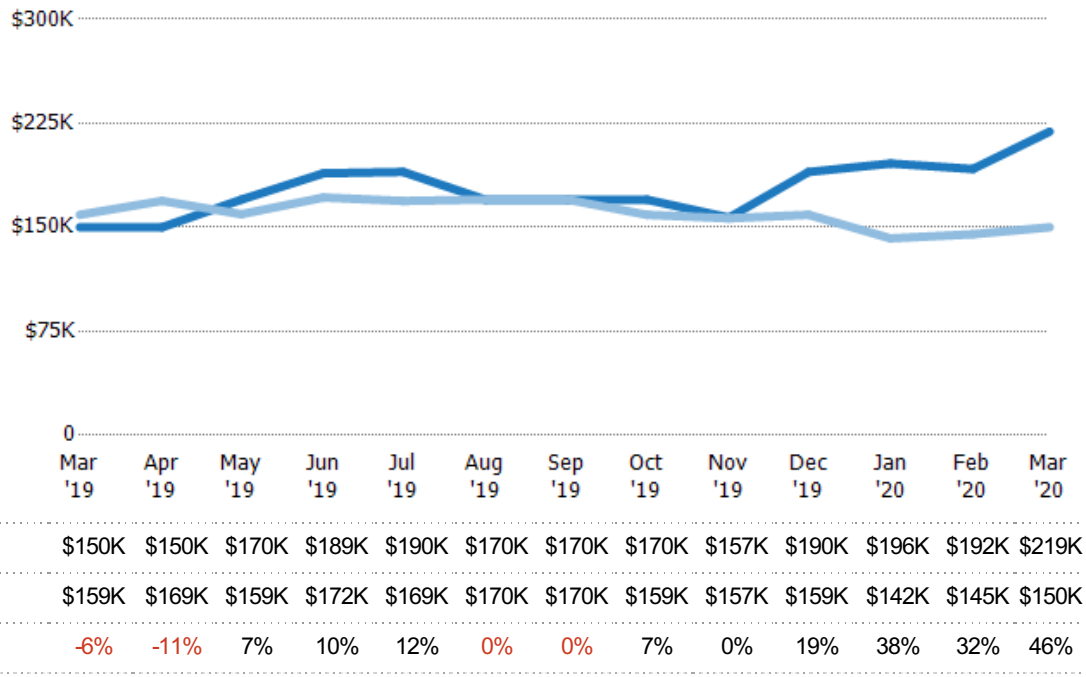
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Mar '20	\$219K	46%
Mar '19	\$150K	-5.7%
Mar '18	\$159K	-13.8%

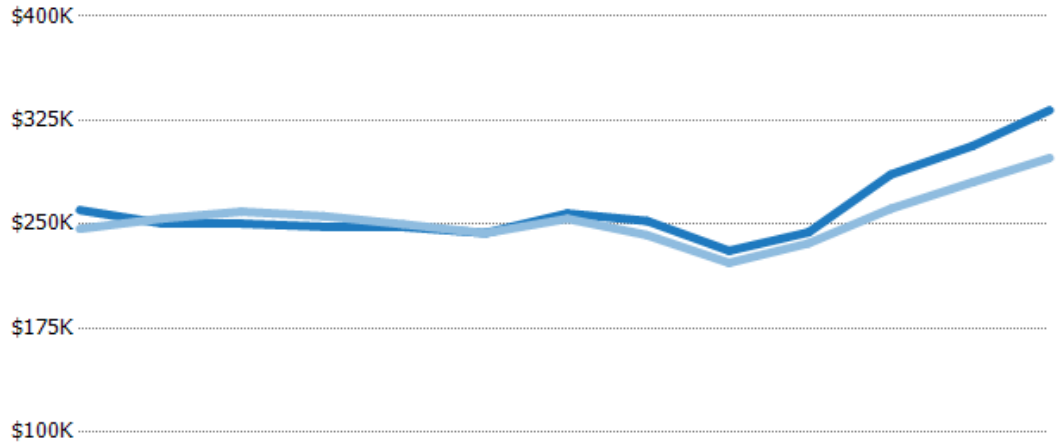


Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



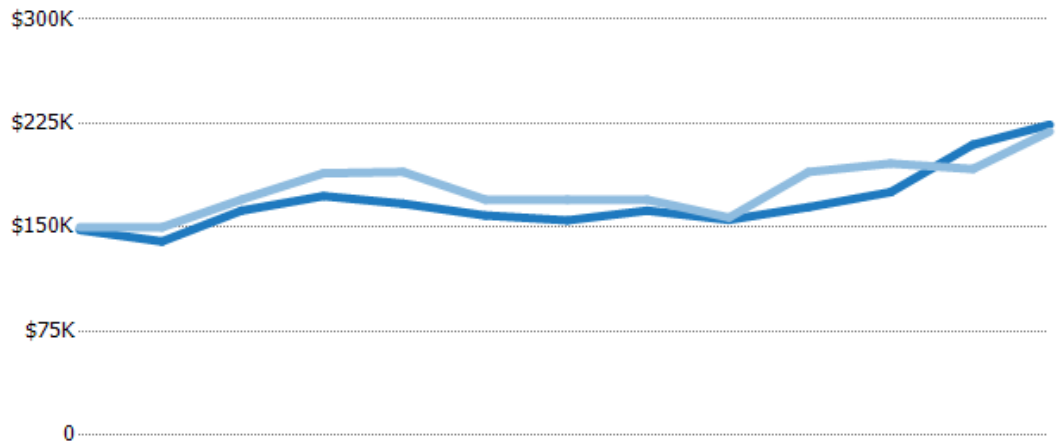
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$260K	\$251K	\$250K	\$248K	\$248K	\$244K	\$258K	\$252K	\$231K	\$244K	\$286K	\$307K	\$332K
Avg Listing Price	\$247K	\$254K	\$259K	\$256K	\$250K	\$244K	\$254K	\$242K	\$222K	\$236K	\$261K	\$280K	\$298K
Avg Listing Price as a % of Avg Est Value	95%	101%	103%	103%	101%	100%	99%	96%	96%	97%	91%	91%	90%

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$148K	\$140K	\$162K	\$173K	\$167K	\$159K	\$155K	\$162K	\$155K	\$165K	\$175K	\$210K	\$224K
Median Listing Price	\$150K	\$150K	\$170K	\$189K	\$190K	\$170K	\$170K	\$170K	\$157K	\$190K	\$196K	\$192K	\$219K
Med Listing Price as a % of Med Est Value	101%	107%	105%	110%	114%	107%	110%	105%	101%	115%	112%	92%	98%

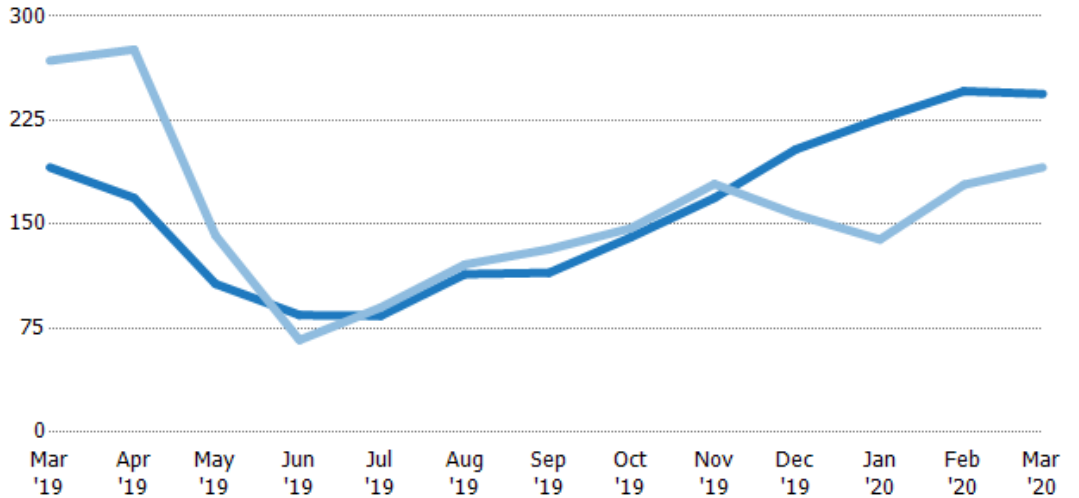
Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Days	% Chg.
Mar '20	244	27.7%
Mar '19	191	-28.7%
Mar '18	268	-33.6%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	191	169	107	84.5	84	114	115	141	169	204	226	246	244
Prior Year	268	276	142	66.5	90	121	132	147	179	157	139	179	191
Percent Change from Prior Year	-29%	-39%	-25%	27%	-7%	-6%	-13%	-4%	-6%	30%	63%	38%	28%

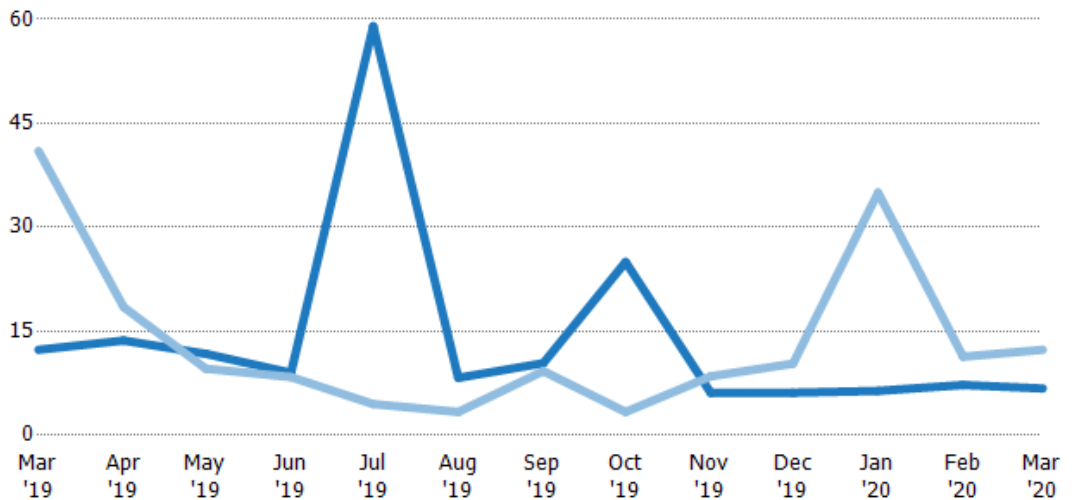
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Months	% Chg.
Mar '20	6.75	-45.3%
Mar '19	12.3	-69.9%
Mar '18	41	



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	12.3	13.7	11.8	9	59	8.29	10.4	25	6.13	6.14	6.4	7.25	6.75
Prior Year	41	18.5	9.6	8.4	4.5	3.36	9.25	3.36	8.5	10.3	35	11.3	12.3
Percent Change from Prior Year	-70%	-26%	22%	7%	1,211%	146%	12%	643%	-28%	-41%	-82%	-36%	-45%

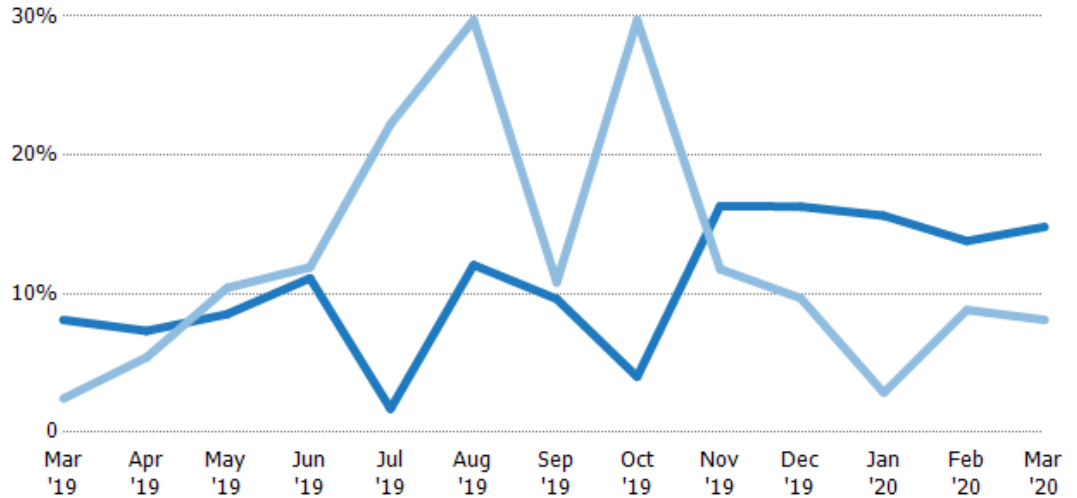
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Rate	Chg.
Mar '20	15%	-6.7%
Mar '19	8%	-5.7%
Mar '18	2%	



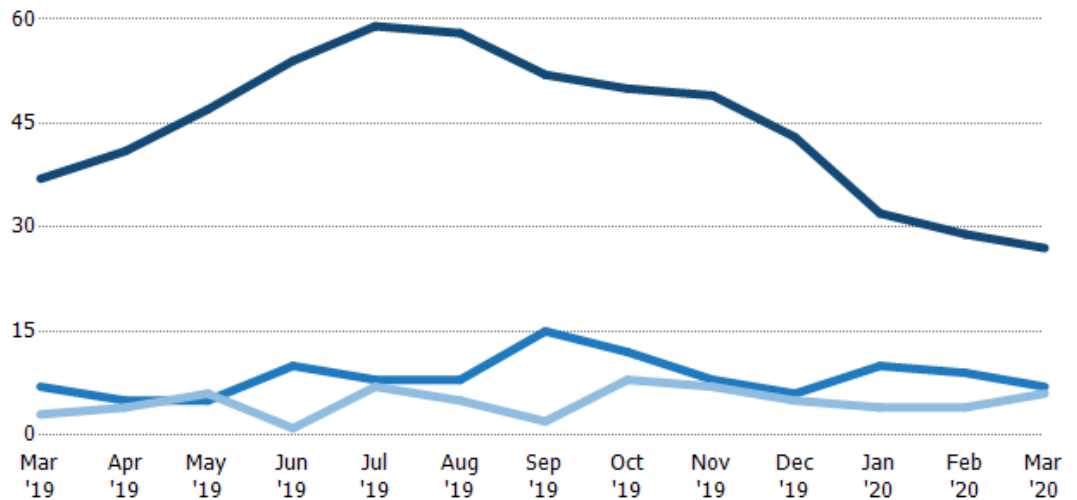
Current Year	8%	7%	9%	11%	2%	12%	10%	4%	16%	16%	16%	14%	15%
Prior Year	2%	5%	10%	12%	22%	30%	11%	30%	12%	10%	3%	9%	8%
Change from Prior Year	-6%	-2%	2%	1%	21%	18%	1%	26%	-5%	-7%	-13%	-5%	-7%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Active	37	41	47	54	59	58	52	50	49	43	32	29	27
Pending	7	5	5	10	8	8	15	12	8	6	10	9	7
Sold	3	4	6	1	7	5	2	8	7	5	4	4	6

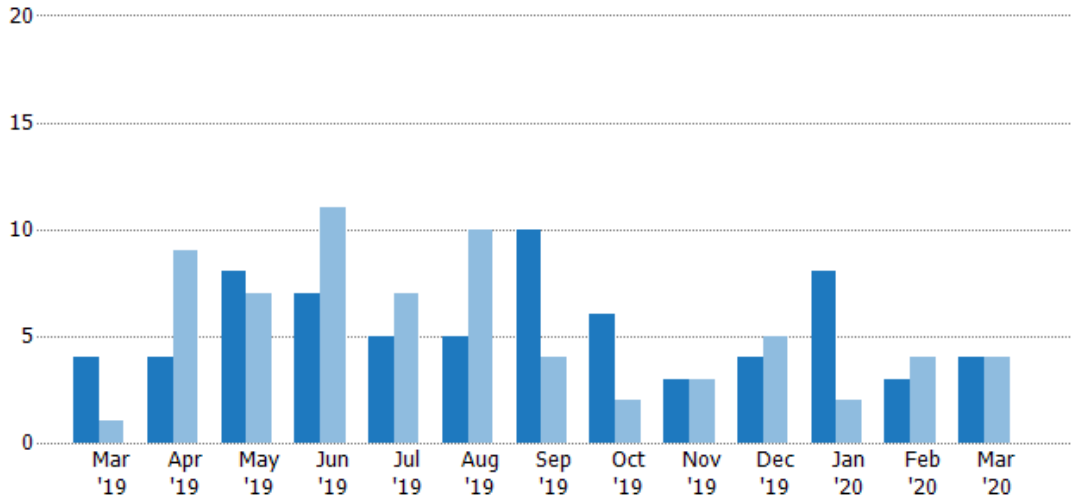
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Mar '20	4	0%
Mar '19	4	300%
Mar '18	1	600%



Current Year	4	4	8	7	5	5	10	6	3	4	8	3	4
Prior Year	1	9	7	11	7	10	4	2	3	5	2	4	4
Percent Change from Prior Year	300%	-56%	14%	-36%	-29%	-50%	150%	200%	0%	-20%	300%	-25%	0%

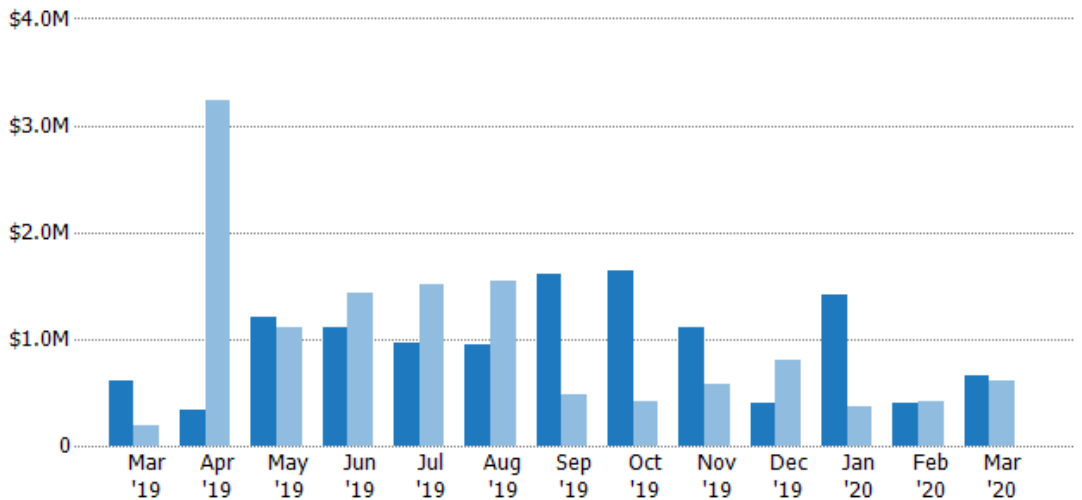
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Mar '20	\$650K	7.5%
Mar '19	\$605K	213.3%
Mar '18	\$193K	432.5%



Current Year	\$605K	\$343K	\$1.21M	\$1.11M	\$964K	\$944K	\$1.61M	\$1.64M	\$1.11M	\$397K	\$1.42M	\$401K	\$650K
Prior Year	\$193K	\$3.23M	\$1.11M	\$1.44M	\$1.51M	\$1.54M	\$481K	\$418K	\$585K	\$800K	\$369K	\$415K	\$605K
Percent Change from Prior Year	213%	-89%	9%	-22%	-36%	-39%	236%	292%	91%	-50%	284%	-3%	7%

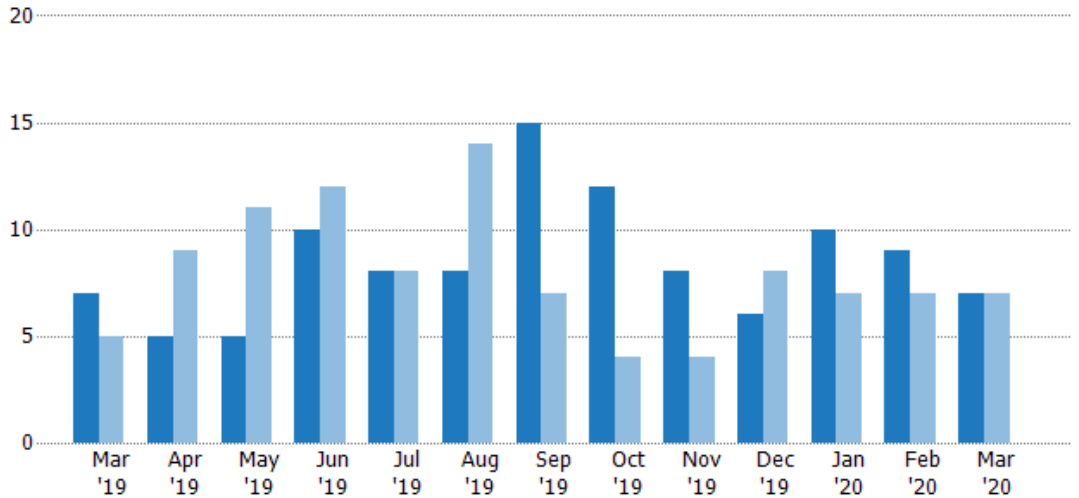
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Mar '20	7	0%
Mar '19	7	40%
Mar '18	5	20%



Current Year	7	5	5	10	8	8	15	12	8	6	10	9	7
Prior Year	5	9	11	12	8	14	7	4	4	8	7	7	7
Percent Change from Prior Year	40%	-44%	-55%	-17%	0%	-43%	114%	200%	100%	-25%	43%	29%	0%

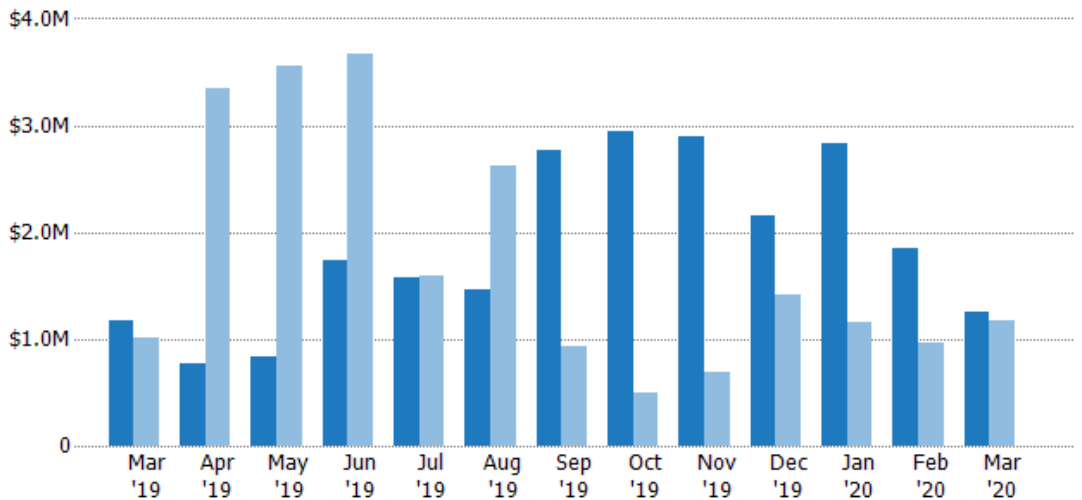
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Mar '20	\$1.25M	6.7%
Mar '19	\$1.17M	15.8%
Mar '18	\$1.01M	-19.6%



Current Year	\$1.17M	\$763K	\$828K	\$1.73M	\$1.58M	\$1.46M	\$2.77M	\$2.95M	\$2.89M	\$2.16M	\$2.83M	\$1.85M	\$1.25M
Prior Year	\$1.01M	\$3.35M	\$3.55M	\$3.67M	\$1.59M	\$2.63M	\$939K	\$495K	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M
Percent Change from Prior Year	16%	-77%	-77%	-53%	-1%	-45%	195%	496%	315%	53%	143%	91%	7%

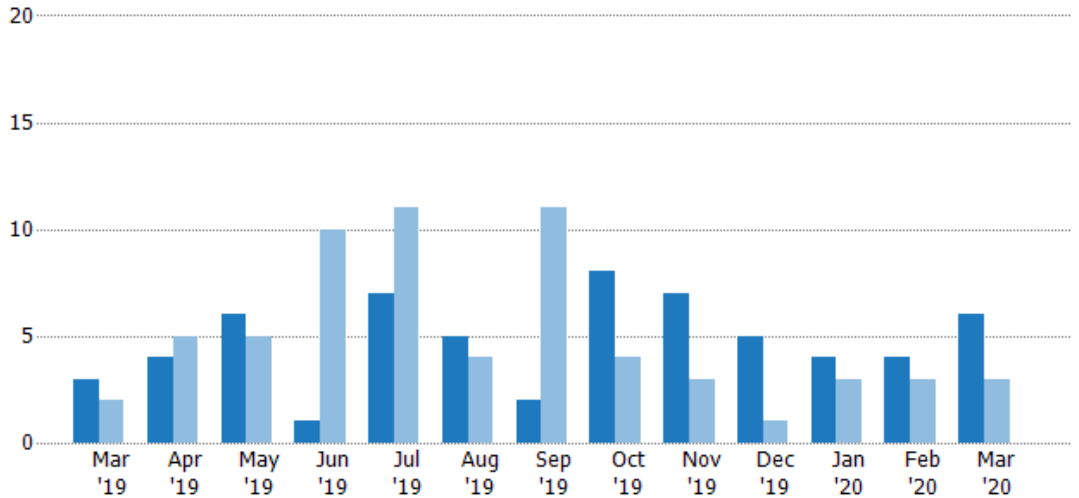
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Mar '20	6	100%
Mar '19	3	50%
Mar '18	2	200%



Current Year	3	4	6	1	7	5	2	8	7	5	4	4	6
Prior Year	2	5	5	10	11	4	11	4	3	1	3	3	3
Percent Change from Prior Year	50%	-20%	20%	-90%	-36%	25%	-82%	100%	133%	400%	33%	33%	100%

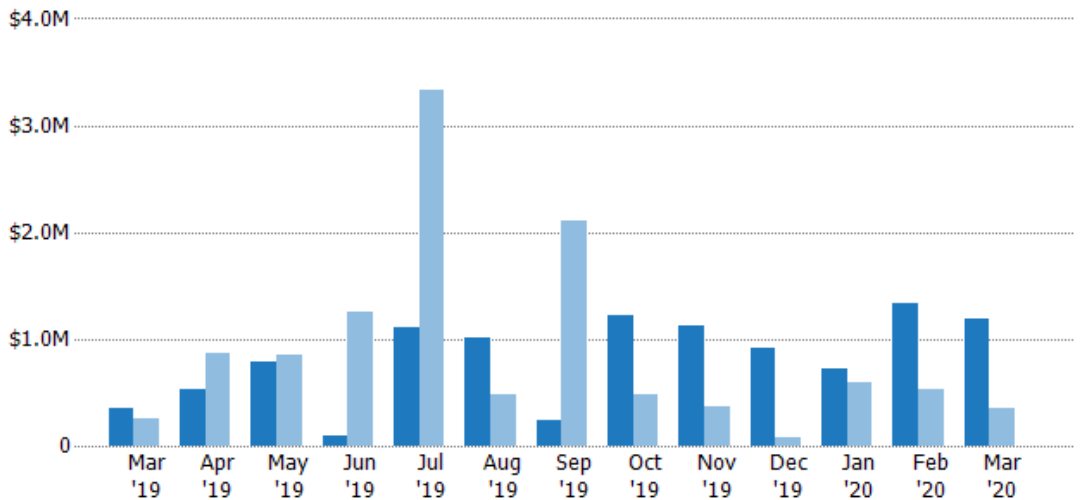
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Mar '20	\$1.19M	236.9%
Mar '19	\$352K	42.1%
Mar '18	\$248K	248.2%



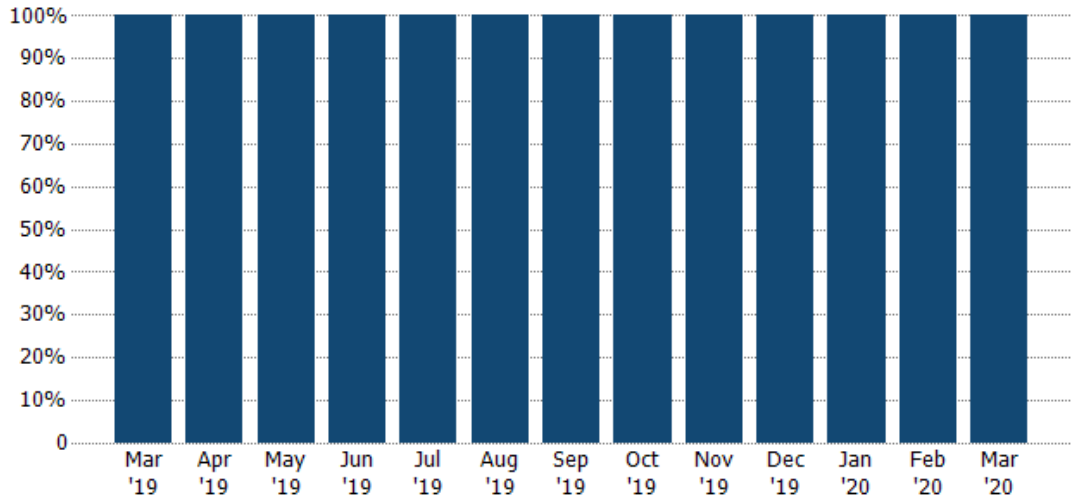
Current Year	\$352K	\$531K	\$783K	\$90K	\$1.11M	\$1.01M	\$235K	\$1.22M	\$1.13M	\$908K	\$726K	\$1.33M	\$1.19M
Prior Year	\$248K	\$860K	\$846K	\$1.25M	\$3.33M	\$477K	\$2.1M	\$483K	\$374K	\$82.5K	\$594K	\$528K	\$352K
Percent Change from Prior Year	42%	-38%	-7%	-93%	-67%	112%	-89%	154%	202%	1,001%	22%	153%	237%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



■ Single Family Residence

100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

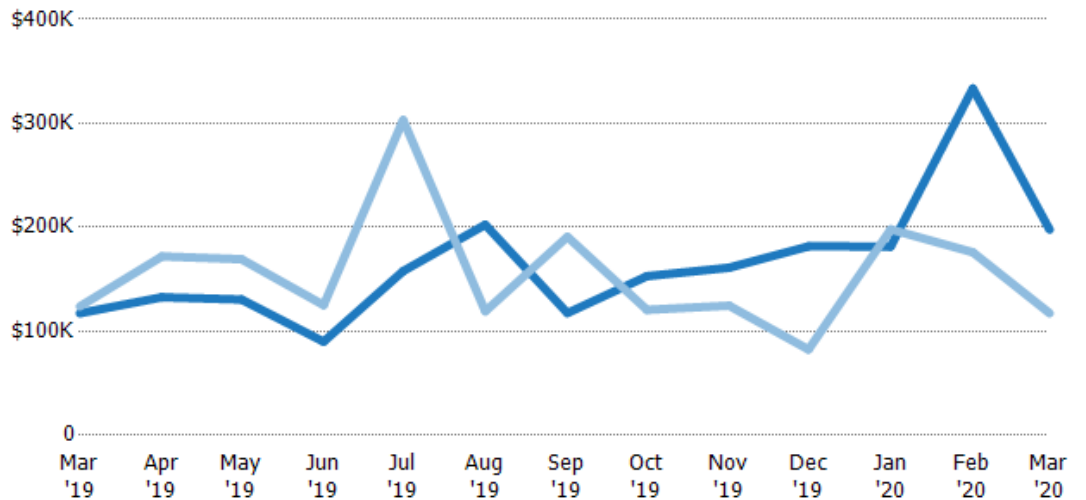
Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Price	% Chg.
Mar '20	\$198K	68.5%
Mar '19	\$117K	-5.3%
Mar '18	\$124K	16.1%



■ Current Year

■ Prior Year

Percent Change from Prior Year

Current Year	\$117K	\$133K	\$131K	\$90K	\$158K	\$203K	\$118K	\$153K	\$161K	\$182K	\$182K	\$333K	\$198K
Prior Year	\$124K	\$172K	\$169K	\$125K	\$303K	\$119K	\$191K	\$121K	\$125K	\$82.5K	\$198K	\$176K	\$117K
Percent Change from Prior Year	-5%	-23%	-23%	-28%	-48%	70%	-38%	27%	29%	120%	-8%	89%	68%

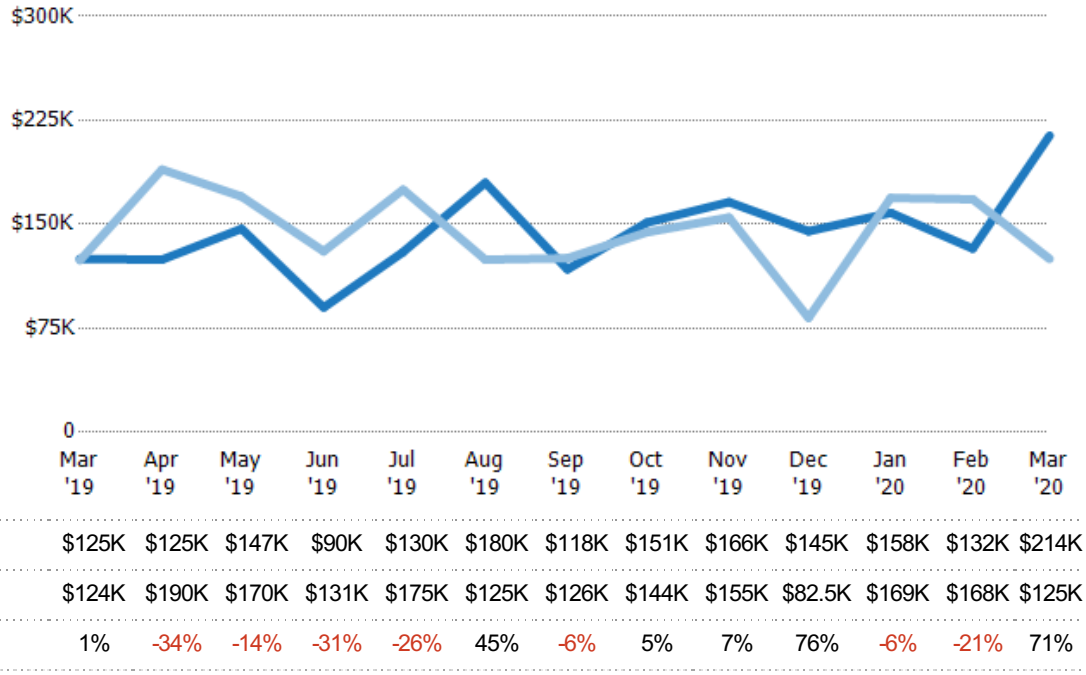
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Mar '20	\$214K	71.2%
Mar '19	\$125K	0.9%
Mar '18	\$124K	8%

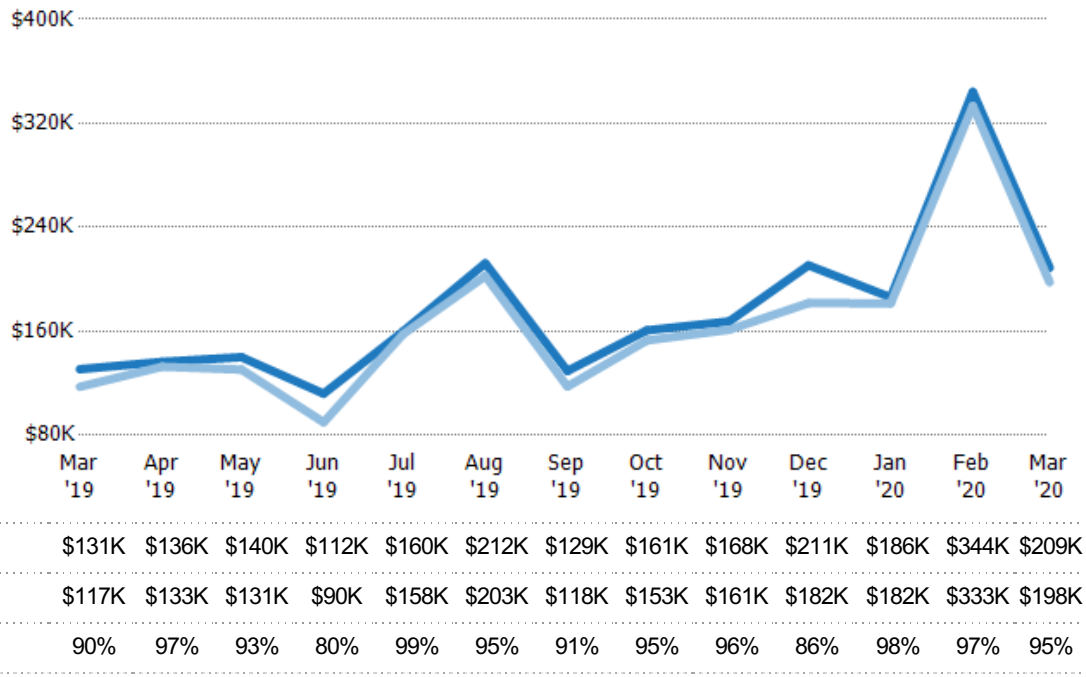


Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

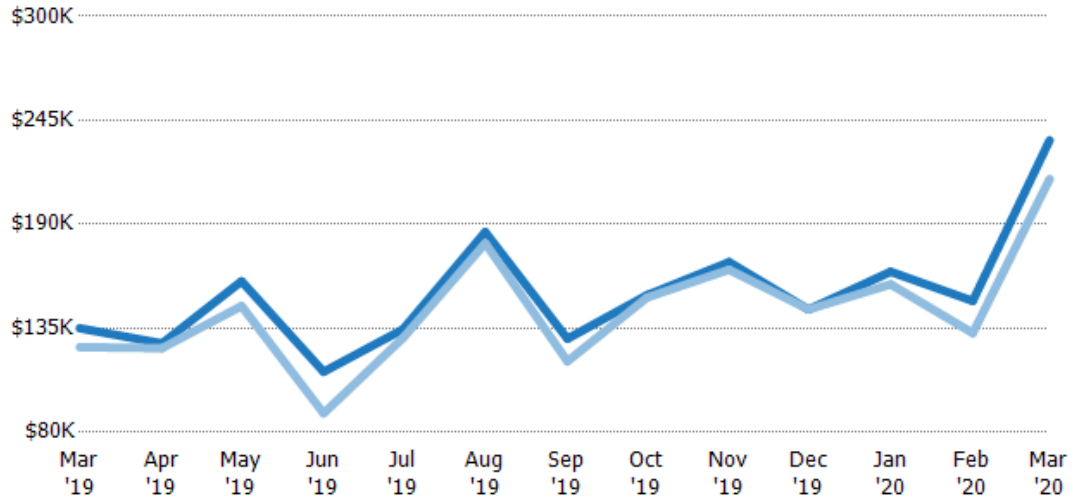


Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



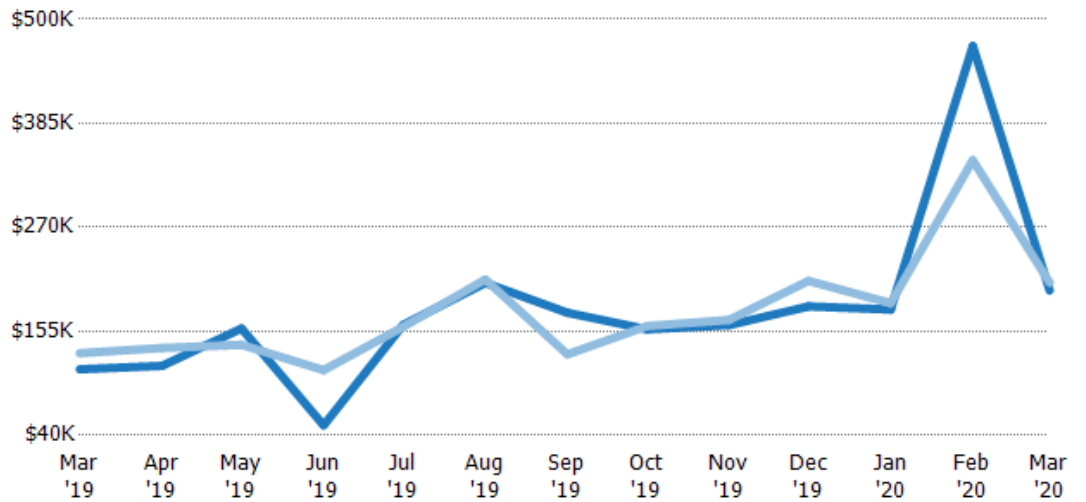
Median List Price	\$135K	\$127K	\$160K	\$112K	\$135K	\$186K	\$129K	\$153K	\$170K	\$145K	\$165K	\$149K	\$234K
Median Sales Price	\$125K	\$125K	\$147K	\$90K	\$130K	\$180K	\$118K	\$151K	\$166K	\$145K	\$158K	\$132K	\$214K
Med Sales Price as a % of Med List Price	93%	98%	92%	80%	97%	97%	91%	99%	98%	100%	96%	89%	91%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



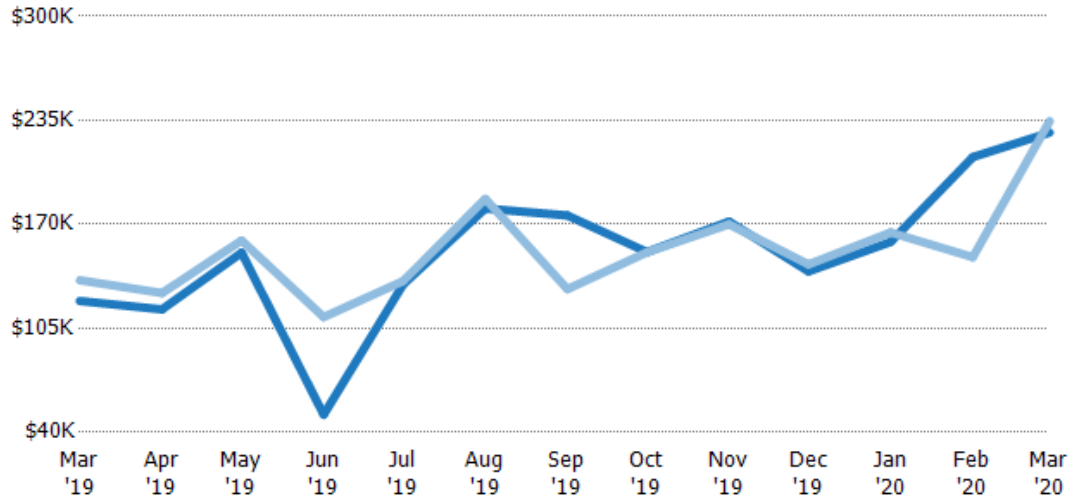
Avg Est Value	\$113K	\$117K	\$158K	\$51K	\$162K	\$209K	\$176K	\$157K	\$162K	\$183K	\$179K	\$470K	\$200K
Avg Sales Price	\$131K	\$136K	\$140K	\$112K	\$160K	\$212K	\$129K	\$161K	\$168K	\$211K	\$186K	\$344K	\$209K
Avg Sales Price as a % of Avg Est Value	116%	117%	89%	220%	99%	102%	74%	102%	104%	115%	104%	73%	104%

Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Lyndonville, VT 05851
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Median Est Value	\$122K	\$117K	\$152K	\$51K	\$132K	\$180K	\$176K	\$153K	\$172K	\$141K	\$159K	\$212K	\$227K
Median Sales Price	\$135K	\$127K	\$160K	\$112K	\$135K	\$186K	\$129K	\$153K	\$170K	\$145K	\$165K	\$149K	\$234K
Med Sales Price as a % of Med Est Value	111%	109%	105%	220%	102%	103%	74%	100%	99%	103%	104%	70%	103%